

SALES AND GROSS PROFIT ANALYSIS

PAGE 5k

FOREST PONTIAC-BUICK-GMC TRUCK, INC.

BAC 116650 - 200812

LN NO.	(MEMO) FLEET & COMMERCIAL	ACC	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	VIBE/SOLSTICE	400K	0	0	0	0	0	0	0	0	1
2	COBALT/G5	401K	0	0	0	0	0	0	0	0	2
3	MALIBU/ALERO/G6	402K	0	0	0	0	0	0	0	0	3
4	MONTE CARLO/GRAND PRIX/C	403K	0	0	0	0	0	0	0	0	4
5	IMPALA/LUCERNE	404K	0	0	0	0	0	0	0	0	5
6	CORVETTE/SAAB	405K	0	0	0	0	0	0	0	0	6
7	AVEO	406K	0	0	0	0	0	0	0	0	7
8	LACROSSE	407K	0	0	0	0	0	0	0	0	8
9	AURORA	408K	0	0	0	0	0	0	0	0	9
10	CADILLAC	409K	0	0	0	0	0	0	0	0	10
11	SATURN	410K	0	0	0	0	0	0	0	0	11
12	OTHER CAR MODELS	411K	0	0	0	0	0	0	0	0	12
13	TOTAL CARS COMMERCIAL		0	0	0	0	0	0	0	0	13
14	FLEET - FAN/VX	412K	0	0	0	0	0	0	0	0	14
15	FLEET - PSA/PURA	413K	0	0	0	0	0	0	0	0	15
16	FLEET - FAN/CAP	414K	0	0	0	0	0	0	0	0	16
17	TOTAL CARS FLEET/COMMERCIAL		0	0	0	0	0	0	0	0	17
18	UPLANDER/MONTANA/SILOH	415K	0	0	0	0	0	0	0	0	18
19	ENCLAVE/ACADIA	416K	0	0	0	0	0	0	0	0	19
20	EXPRESS/SAVANA	417K	0	0	0	0	0	0	0	0	20
21	EQUI/HHR/VUE/TORR/TRAV	418K	0	0	0	0	0	0	0	0	21
22	RENDEZ	419K	0	0	0	0	0	0	0	0	22
23	TBZ/BRA/JIM/ENV/RAINER/SA	420K	0	0	0	0	0	0	0	0	23
24	TAHOE/YUKON/AVALANCHE/S	421K	0	0	0	0	0	0	0	0	24
25	HUMMER	422K	0	0	0	0	0	0	0	0	25
26	COLO/CAN	423K	0	0	0	0	0	0	0	0	26
27	SILVERADO/SIERRA 1500	424K	0	0	0	0	0	0	0	0	27
28	SILVERADO/SIERRA 2500	425K	0	0	0	0	0	0	0	0	28
29	SILVERADO/SIERRA 3500	426K	0	0	0	0	0	0	0	0	29
30	SILVERADO/SIERRA CREW-C	427K	0	0	0	0	0	0	0	0	30
31	C-4500/5500 SERIES	428K	0	0	0	0	0	0	0	0	31
32	C-6500/8500 SERIES	429K	0	0	0	0	0	0	0	0	32
33	W - SERIES	430K	0	0	0	0	0	0	0	0	33
34	T-SERIES	431K	0	0	0	0	0	0	0	0	34
35	OTHER TRUCK MODELS	432K	0	0	0	0	0	0	0	0	35
36	TOTAL TRUCKS COMMERCIAL		0	0	0	0	0	0	0	0	36
37	FLEET - FAN/VX	433K	0	0	0	0	0	0	0	0	37
38	FLEET - PSA/PURA	434K	0	0	0	0	0	0	0	0	38
39	FLEET - FAN/CAP	435K	0	0	0	0	0	0	0	0	39
40	TOTAL TRUCKS FLEET/COMMERCIAL		0	0	0	0	0	0	0	0	40
41	F&I AND PROT. PLNS	445K			0	0			0	0	41
42	ACCESSORIES	457K	0	0	0	0	0	0	0	0	42
43	FLEET & COMMERCIAL GROSS		0	0	0	0	0	0	0	0	43
44						% Gross				% Gross	44
45	VARIABLE EXP	637K			0	0.0%			0	0.0%	45
46	PERSONNEL EXP	638K			0	0.0%			0	0.0%	46
47	SEMI-FIXED EXP	639K		MEMO ONLY	0	0.0%		MEMO ONLY	0	0.0%	47
48	*MEMO*ADVERTISING	640K		0		0.0%		0		0.0%	48
49	RENT & RENT EQUI	641K		0		0.0%		0		0.0%	49
50	FIXED EXPENSES	642K			0	0.0%			0	0.0%	50
51	TOTAL EXPENSES				0	0.0%			0	0.0%	51
52	NET FLEET & COMMERCIAL		0	0	0	0	0	0	0	0	52

View GM Standard Accounting Manual as it pertains to Fleet & Commercial

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LN NO.	VARIABLE OPERATIONS CONTINUED	ACC. NO.	YEAR-TO-DATE				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	
1	U USED CARS RTL - GM CERTIFIED	446A	2	26,995	5,016	2,508	27	308,255	52,663	1,850	1
2	S USED CARS RTL - OTHER	446B	0	0	0	0	0	0	0	0	2
3	E *MEMO* RECON PER - CAR RTL		CERTIFIED ---->	352	OTHER---->	0	CERTIFIED ---->	351	OTHER---->	0	3
4	D USED TRUCKS RTL - CERTIFIED	450A	1	6,500	1,354	1,354	57	887,118	88,809	1,558	4
5	USED TRUCKS RTL - OTHER	450B	0	0	0	0	0	0	0	0	5
6	V *MEMO* RECON PER - TRK RTL		CERTIFIED ---->	0	OTHER---->	0	CERTIFIED ---->	309	OTHER---->	0	6
7	E TOTAL USED RETAIL		3	33,495	6,370	2,123	84	1,195,373	141,472	1,684	7
8	H USED CARS WHOLESALE	448	2	8,600	(700)	(350)	45	170,150	(5,667)	(126)	8
9	I USED TO NEW - CAR RTL RATIO	649	2 : 1	ADJ USED CAR INV	0		0.4 : 1	ADJ USED CAR INV	0		9
10	C USED TRUCKS WHOLESALE	452	2	7,500	700	350	68	498,150	(11,331)	(167)	10
11	L USED TO NEW - TRK RTL RATIO	653	0.3 : 1	ADJ USED TRK INV	0		0.5 : 1	ADJ USED TRK INV	0		11
12	E TOTAL USED WHSL & ADJ		4	16,100	0	0	113	668,300	(16,998)	(150)	12
13	S USED OTHER AUTO	456		0	0	0		0	0	0	13
14	TOTAL USED VEHICLE (PUVS)		7	49,595	6,370	910	197	1,863,673	124,474	632	14
15	TOTAL NEW & USED (PVS)		12	184,145	14,201	1,183	381	6,754,093	399,000	1,047	15
16	TOTAL F&I AND PROT. PLANS			4,123	(1,498)	(187)		225,103	112,330	419	16
17	TOTAL VARIABLE L&R			210	(894)	PVR		7,405	(9,027)	PVR	17
18	TOTAL VARIABLE			188,478	11,809	1,476		6,986,601	502,303	1,874	18
19			MONTH				YEAR-TO-DATE				19
20	FIXED OPERATIONS		R.O. COUNTS	SALES	GRS PROF.	% SALES	R.O. COUNTS	SALES	GRS PROF.	% SALES	20
21	M CUST. LAB CARS & LD TRKS	461A	63	9,929	7,079	71.30%	880	127,310	94,105	73.92%	21
22	S/CNTR LAB - CARS&LD TRKS	461B	6	845	565	66.86%	119	16,067	11,401	70.96%	22
23	F Q/SRV LAB - CARS&LD TRKS	461C	127	2,703	1,591	58.86%	1,824	35,126	22,933	65.28%	23
24	C CUST. LAB COM.FLT & MD TRKS	461D	0	0	0	0.00%	0	0	0	0.00%	24
25	H S/CNTR LAB COM.FLT & MD TRKS	461E	0	0	0	0.00%	0	0	0	0.00%	25
26	A Q/SRV LAB - COM.FLT & MD TRKS	461F	0	0	0	0.00%	0	0	0	0.00%	26
27	X N WARRANTY LABOR	462	56	4,043	2,779	68.74%	931	70,797	49,770	70.30%	27
28	I INTERNAL LABOR	463	19	467	369	79.01%	444	18,285	12,914	70.63%	28
29	E C NEW VEH INSP LBR	464	0	0	0	0.00%	100	9,268	8,037	86.72%	29
30	A ADJ COST OF LBR SLS	653			(1,844)				(27,298)		30
31	D L SUB-TOTAL			17,987	10,539	58.59%		276,853	171,862	62.08%	31
32	SHOP SUPPLIES	466		562	562	100.00%		7,600	6,723	88.46%	32
33	SUBLET REPAIRS	468		306	0	0.00%		18,296	655	3.58%	33
34	O TOTAL MECHANICAL			18,855	11,101	58.88%		302,749	179,240	59.20%	34
35	B CUST. PAINT LABOR	470		0	0	0.00%		0	0	0.00%	35
36	P O CUST. BODY LABOR	471	0	0	0	0.00%	0	0	0	0.00%	36
37	D WARRANTY LABOR	472	0	0	0	0.00%	0	0	0	0.00%	37
38	E Y INTERNAL LABOR	473	0	0	0	0.00%	0	0	0	0.00%	38
39	A ADJ COST OF LBR SLS	676			0				0		39
40	R S SUB-TOTAL			0	0	0.00%		0	0	0.00%	40
41	H SUBLET REPAIRS	476		0	0	0.00%		0	0	0.00%	41
42	A O PNT & SHOP MATRLS.	479		0	0	0.00%		0	0	0.00%	42
43	P TOTAL BODY SHOP			0	0	0.00%		0	0	0.00%	43
44	T TOTAL SERVICE DEPT.			18,855	11,101	58.88%		302,749	179,240	59.20%	44
45	P WARRANTY CLAIMS	482		10,175	3,087	30.34%		137,835	42,260	30.66%	45
46	I A MECH CARS&LD TRK R.O.	483	(460A & 460B)	10,921	4,324	39.59%		153,433	64,154	41.81%	46
47	R MECH COM.FLT & MD TRKS R.O.	483	(461A & 461B)	0	0	0.00%		0	0	0.00%	47
48	T MECH QUICK MECH R.O.	478	(460C & 461C)	2,473	957	38.70%		18,972	6,892	36.33%	48
49	O S BODY CUST. R.O.	477	(470 & 471)	0	0	0.00%		0	0	0.00%	49
50	INTERNAL	481		496	94	18.95%		28,489	4,865	17.08%	50
51	N COUNTER-RETAIL	482		1,338	603	45.07%		29,131	11,598	39.81%	51
52	& WHOLESALE	483		3,148	472	14.99%		25,225	4,697	18.62%	52
53	S ACCESSORIES	484		0	0	0.00%		0	0	0.00%	53
54	A PURCHASE ALLOWANCES	487			558				9,487		54
55	C ADJ. P&A INVENTORY	683			0				0		55
56	O TOTAL P&A			28,551	10,095	35.36%		393,085	143,953	36.62%	56
57	E TIRES	490		0	0	0.00%		0	0	0.00%	57
58	S OIL & GREASE	491		2,013	305	15.15%		27,449	5,228	19.05%	58
59	S MISCELLANEOUS	492		0	0	0.00%		0	0	0.00%	59
60	TOTAL OTHER		FIXED	2,013	305	15.15%	FIXED	27,449	5,228	19.05%	60
61	TOTAL P&A DEPT		COVERAGE	30,564	10,400	34.03%	COVERAGE	420,534	149,181	35.47%	61
62	TOTAL FIXED		20.7%	49,419	21,501	43.51%	23.3%	723,283	328,421	45.41%	62
63	TOTAL ALL DEPTS.			237,897	33,310	14.00%		7,708,884	830,724	10.77%	63

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LN	NO	FINANCE INCOME-NEW	806	CNTRS	SALES	EXHIBIT H - part 2	UNITS	SALES	REV/GROSS	PER CNTR	LN	NO
1		FINANCE INCOME-NEW	806	2	874	874	437	107	57,507	57,507	537	1
2		INS. COMM. EARNED-NEW	807	0	0	0	0	57	11,443	11,443	201	2
3		FIN & INS CHARGEBACKS	850			(572)				(1,787)		3
4		ACCESSORIES	810	0	0	0	0	0	0	0	0	4
5		GM PROT. PLANS	443	1	395	0	0	21	23,880	7,995	381	5
6		OTHER PROT. PLANS	444	0	0	0	0	24	30,161	14,001	583	6
7		REPO. LOSSES-NEW	853			0				0		7
8		F&I COMP	855			(840)	PVR		(14,459)	PVR		8
9		NEW F&I & PROT. PLN INCOME			1,269	(538)	(108)		122,991	74,700	406	9
10		FINANCE INCOME-USED	808	1	51	51	51	43	22,656	22,656	527	10
11		INS. COMM. EARNED-USED	809	0	0	0	0	43	4,787	4,787	111	11
12		FIN & INS CHARGEBACKS	851			(925)				(3,045)		12
13		ACCESSORIES	811	0	0	0	0	0	0	0	0	13
14		GM PROT. PLANS	454	0	0	(426)	0	21	36,715	5,744	274	14
15		OTHER PROT. PLANS	455	2	2,803	700	350	24	37,954	13,685	570	15
16		REPO. LOSSES-USED	854			0				0		16
17		F&I COMP	856			(360)	PVR		(6,197)	PVR		17
18		USED F&I & PROT. PLN INCOME			2,854	(960)	(320)		102,112	37,630	448	18
19		TOTAL F&I INCOME (to pg 2 lin 1-2)			4,123	(1,498)	(187)		225,103	112,330	419	19
20												20
21		INVENTORIES	ACC									21
22		NEW VEHICLES	NO									22
23		DEMONSTRATORS	230									23
24		CARS	231									24
25		TRUCKS	237									25
26		MEDIUM DUTY TRUCKS	235									26
27		OTHER AUTO	238									27
28		USED VEHICLES	ACC									28
29			NO									29
30		CARS	240									30
31		TRUCKS	241									31
32			ACC									32
33		PARTS AND ACCESSORIES	242									33
34		PARTS CORES	242A									34
35		OTHER INVENTORIES	242, 244, 246, 252 TO 256									35
36		TOTAL LIFO RESERVE										36
37		WORK-IN-PROCESS LABOR-SRV	247A			1,240						37
38		WORK-IN-PROCESS LABOR-BODY	247B									38
39												39
40		OWNERS / EXEC MGRS										40
41		SUPERVISORS										41
42		VEH.SRV&PRTS SLSPL										42
43		TECHNICIANS										43
44		CLERICAL										44
45		OTHERS										45
46		TOTAL										46
47		TOTAL HIRED Y-T-D										47
48		TOT TERMINATED Y-T-D										48
49												49
50		RETURN ON ASSETS										50
51		-13.81%										51
52												52
53												53
54												54
55		RETURN ON INVESTMENT										55
56		0.00%										56
57												57
58												58
59												59
60												60
61		NEW VEHICLE SALES SUMMARY										61
62												62
63		C TOTAL NEW CARS RETAIL										63
64		A TOTAL NEW CARS FLEET & INTERNAL										64
65		R TOTAL NEW CARS										65
66		T TOTAL NEW TRUCKS RETAIL										66
67		R TOTAL TRUCKS FLEET & INTERNAL										67
68		K TOTAL NEW TRUCKS										68
69		MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾										69
70		MISC CAR & TRUCK FLEET & INTERNAL UNITS ⁽²⁾										70
71		A NEW OTHER AUTOMOTIVE										71
72		L ACCESSORIES										72
73		L TOTAL NEW VEHICLES										73
74		*MEMO* TOTAL NEW RETAIL VEHICLES										74

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004
 (2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

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LEASE & RENTAL
DIRECT EXPENSES & INCOME

LN NO	ACCOUNT NO	CURRENT MONTH	PVIS	YEAR TO-DATE	PVIS	% DISTRIBUTION	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	LN NO
1	INCOME REVENUE												1
2	RECURRING LEASE PAYMENTS	0	#####	0	#####	0.00%	0	0	0	0	0	0	2
3	MAINTENANCE INCOME	0	#####	0	#####	0.00%	0	0	0	0	0	0	3
4	PARTIAL MONTH (PRORATA) INCOME	0	#####	0	#####	0.00%	0	0	0	0	0	0	4
5	LATE PAYMENT CHARGE	0	#####	0	#####	0.00%	0	0	0	0	0	0	5
6	RENTAL INCOME	210	#####	7,405	#####	100.00%	0	0	0	0	210	7,405	6
7	ADMINISTRATIVE FEE	0	#####	0	#####	0.00%	0	0	0	0	0	0	7
8	OTHER LEASE REVENUE	0	#####	0	#####	0.00%	0	0	0	0	0	0	8
9	TOTAL LEASE AND RENTAL INCOME	210		7,405		100.00%	0	0	0	0	210	7,405	9
10	L&R - HISTORICAL DATA ADJUSTMENT	0	#####	0	#####	% REV	(710) CLOSED - END		(720) OPEN - END		(730) RENTAL		10
11	INTEREST	43	#####	1,071	#####	14.5%	0	0	0	0	43	1,071	11
12	AMORTIZATION	1,023	#####	14,091	#####	190.3%	0	0	0	0	1,023	14,091	12
13	INSURANCE (IN SERVICE VEHICLES)	38	#####	551	#####	7.4%	0	0	0	0	38	551	13
14	LICENSE, TITLE & TAX	0	#####	0	#####	0.0%	0	0	0	0	0	0	14
15	POLICY - LEASE & RENTAL VEHICLES	0	#####	0	#####	0.0%	0	0	0	0	0	0	15
16	MAINTENANCE & REPAIRS	0	#####	719	#####	9.7%	0	0	0	0	0	719	16
17	RENT-SUBLET UNITS	0	#####	0	#####	0.0%	0	0	0	0	0	0	17
18	OTHER	0	#####	0	#####	0.0%	0	0	0	0	0	0	18
19	TOTAL DIRECT COSTS	1,104	#####	16,432	#####	221.9%	0	0	0	0	1,104	16,432	19
20	GROSS PROFIT AFTER DIRECT COST	-894	PVD ⁽¹⁾	-9,027	PVD ⁽¹⁾	% SALES	0	0	0	0	-894	-9,027	20
21	* MEMO * - SELLING PRICE OF DISPOSED VEHICLES	0	0.0K	0	0.0K	0.00%	0	0	0	0	0	0	21
22	* MEMO * - DISPOSITION EXPENSE	0	0	0	0	0.00%	0	0	0	0	0	0	22
23	GAIN(LOSS) ON DISPOSITION	0	0	0	0	0.00%	0	0	0	0	0	0	23
24	GROSS PROFIT / INCOME	-894	#####	-9,027	0	-121.9%	0	0	0	0	-894	-9,027	24
25	⁽²⁾ Per Vehicle Disposed of during the period (Line 30)	MONTH		YEAR-TO-DATE			MONTH	YTD	MONTH	YTD	MONTH	YTD	25
26	BEGINNING UNITS IN SERVICE	5		60			0	0	0	0	5	60	26
27	UNITS ADDED INTO SERVICE IN PERIOD	0		0			0	0	0	0	0	0	27
28	UNITS REMOVED FROM SERVICE IN PERIOD	0		0			0	0	0	0	0	0	28
29	ENDING UNITS IN SERVICE / EFFECTIVE UNITS	5		EFFECTIVE UNITS YTD ⁽¹⁾	60		0	0	0	0	5	60	29
30	UNITS DISPOSED	0		0			0	0	0	0	0	0	30
31	*MEMO* CUSTOMERS RETAINED ⁽²⁾	0		0			0	0	0	0	0	0	31
32													32
33	INVENTORY ANALYSIS	UNITS	ACCT NO	AMOUNT									33
34	NEW UNITS FOR LEASE	0	227A	0									34
35	DEMONSTRATORS	0	227B	0									35
36	TERMINATED NOT DISPOSED	0	227C	0									36
37	*MEMO > 30 DAYS \$\$/U	0		0									37
38	VEHICLES IN SERV	ACCUMULATED AMORTIZATION	UNITS	AMOUNT									38
39	LEASED VEHICLES	0	227D	0									39
40	RENTAL VEHICLES	35,790	2	227E	15,378								40
41	LEASED EQUIPMENT	0	227F	0									41
42	TOTAL INV	35,790	2	227G	15,378								42
43	L&R - FINANCE, INSURANCE & PROT. PLAN ACTIVITY	CNTRS	SAI FS	RFV/GROSS	PER CNTR		CNTRS	SAI FS	RFV/GROSS	PER CNTR			43
44	INS. COMM. EARNED	0	0	0	0		0	0	0	0			44
45	INS CHARGEBACKS	0	0	0	0		0	0	0	0			45
46	ACCESSORIES	0	0	0	0		0	0	0	0			46
47	GM PROT. PLANS	0	0	0	0		0	0	0	0			47
48	OTHER PROT. PLANS	0	0	0	0		0	0	0	0			48
49	F&I MANAGER COMMISSIONS	0	0	0	0		0	0	0	0			49
50													50
51	L&R - F&I & PROT. PLN INCOME	0		0	#NAME?		0		0	#NAME?			51

⁽¹⁾ Effective Units = Cumulative YTD total of beg. units in service less the cumulative YTD total of units removed from serv.⁽²⁾ Customers Retained = Renewals into Wholesale Leases plus, Renewals into Retail Transactions plus, Extension of Lease or Financing plus, buyouts.

LN	NO	ACC	GM (A)	NON-GM (B)
1	INVENTORIES	NO	UNITS	UNITS
2	NEW VEHICLES	230	0	0
3	DEMONSTRATORS	231	0	0
4	CARS	237	0	0
5	TRUCKS	238	0	0
6	MEDIUM DUTY TRUCKS	239	0	0
7	OTHER AUTO	238	0	0
8	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)			
9	POSITION	NEW(01)		
10	OWNERS / EXEC MGRS	0.3		
11	SUPERVISORS	1.1		
12	VEH.SRV&PRTS SLSPLE	2.0		
13	TECHNICIANS			
14	CLERICAL	0.3		
15	OTHERS	0.5		
16	TOTAL	4.2		
17	TOTAL HIRED Y-T-D	0.0		
18	TOT TERMINATED Y-T-D	0.0		
19	NEW VEHICLE SALES SUMMARY			
20				
21	C TOTAL NEW CARS RETAIL	1	21,733	327
22	A TOTAL NEW CARS FLEET & INTERNAL	0	0	0
23	R TOTAL NEW CARS	1	21,733	327
24	T TOTAL NEW TRUCKS RETAIL	4	112,817	7,504
25	R TOTAL TRUCKS FLEET & INTERNAL	0	0	0
26	K TOTAL NEW TRUCKS	4	112,817	7,504
27	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾	0	0	0
28	A MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾	0	0	0
29	L NEW OTHER AUTOMOTIVE	0	0	0
30	L ACCESSORIES	0	0	0
31	TOTAL NEW VEHICLES	5	134,550	7,831
32	*MEMO* TOTAL NEW RETAIL VEHICLES	5	134,550	7,831
33	FINANCE, INSURANCE & PROT. PLAN ACTIVITY			
34				
35	FINANCE INCOME-NEW	806	2	874
36	INS. COMM. EARNED-NEW	807	0	0
37	N FIN & INS CHARGEBACKS	850		(572)
38	E ACCESSORIES	810	0	0
39	W GM PROT. PLANS	443	1	395
40	OTHER PROT. PLANS	444	0	0
41	REPO. LOSSES-NEW	853		0
42	F&I COMP	855		(840)
43	NEW F&I & PROT. PLN INCOME		1,269	(538)
44	DEPARTMENT PROFITABILITY			
45				
46	NET SALES		134,550	% Sls
47	GROSS PROFIT/INCOME		7,831	6%
48	EXPENSES			% Grs
49	VEH. SLSPLE COMPENSATION & OTHER	11	4,506	62%
50	DELIVERY EXPENSE	13	(364)	-5%
51	POLICY WORK-VEHICLES	15	117	2%
52	TOTAL VARIABLE		4,259	58%
53	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	1,530	21%
54	SALARIES-SUPERVISION	21	6,891	94%
55	SALARIES-CLERICAL	22	667	9%
56	OTHER SALARIES AND WAGES	23	349	5%
57	ABSENTEE COMPENSATION	24	134	2%
58	INCENTIVES-SUPERVISION	26	357	5%
59	TAXES-PAYROLL	25	642	9%
60	EMPLOYEE BENEFITS	27	932	13%
61	RETIREMENT BENEFITS	29	0	0%
62	TOTAL PERSONNEL		11,502	158%
63	COMPANY VEHICLE EXPENSE	51	826	11%
64	OFFICE SUPPLIES AND EXPENSES	60	37	1%
65	OTHER SUPPLIES	61	90	1%
66	E-COMMERCE ADVERTISING/FEES	63	0	0%
67	ADVERTISING	65	899	12%
68	ADVERTISING REIMBURSEMENTS	64	(9)	0%
69	CONTRIBUTIONS	66	0	0%
70	POLICY WORK-PARTS AND SERVICE	67		
71	INFORMATION TECHNOLOGY SERVICES	68	360	5%
72	OUTSIDE SERVICES (OTHER)	69	451	6%
73	TRAVEL AND ENTERTAINMENT	70	300	4%
74	MEMBERSHIP DUES AND PUBLICATIONS	71	375	5%
75	LEGAL AND AUDITING EXPENSE	72	0	0%
76	TELEPHONE	74	553	8%
77	TRAINING EXPENSE	75	0	0%
78	INTEREST-FLOORPLAN	76	2,353	32%
79	INTEREST-FLOORPLAN CREDIT	78	0	0%
80	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%
81	INSURANCE - INVENTORY	56	122	2%
82	BAD DEBT EXPENSE	57	0	0%
83	FREIGHT	33	88	1%
84	MISCELLANEOUS EXPENSE	77	0	0%
85	TOTAL SEMI-FIXED		6,445	88%
86	RENT	60	9,350	128%
87			0	0%

87	AMORTIZATION-LEASEHOLDERS	81	0	0%	0	0	0%	0	87
88	REPAIRS-REAL ESTATE	82	0	0%	0	0	0%	1	88
89	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%	0	12,428	3%	48	89
90	TAXES-REAL ESTATE	84	0	0%	0	3,360	1%	13	90
91	INSURANCE BLDGS. & IMPROVEMENTS	85	391	4%	30	0	0%	0	91
92	INTEREST - MORTGAGES	86	0	0%	0	33,170	7%	129	92
93	UTILITIES	87	2,459	23%	189	91,253	21%	355	93
94	SUB-TOTAL RENT & RNT EQUIVALENT		6,250	59%	481	5,463	1%	21	94
95	INSURANCE OTHER	88	321	3%	25	22,833	5%	89	95
96	TAXES-OTHER	89	992	9%	76	3,856	1%	15	96
97	REPAIRS-EQUIPMENT	90	20	0%	2	10,280	2%	40	97
98	DEPRECIATION-EQUIPMENT	91	857	8%	66	9,835	2%	38	98
99	EQUIPMENT RENTAL	92	607	6%	47	143,520	32%	558	99
100	TOTAL FIXED		9,047	86%	696	793,912	179%	3,089	100
101	TOTAL FIXED OVERHEAD		48,540	461%	3,734	916,653	207%	3,567	101
102	TOTAL EXPENSES		55,591	528%	4,276	(560,106)	-126%	(2,179)	102
103	DEPARTMENT PROFIT OR LOSS		(45,752)	-435%	(3,519)	87,338	20%	340	103
104	FI & PROT. PLN INCOME TRANSFER		683	6%	53	0	0%	0	104
105	PRORATION OF G&A		0	0%	0	0	0%	0	105
106	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		(45,069)	-428%	(3,467)	(472,768)	-107%	(1,840)	106

FORREST CHEVROLET-CADILLAC, INC.

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

(2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

Used Vehicle Department - Operating Summary

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INVENTORIES	ACC	< 45 DAYS IN STOCK				TOTAL USED UNITS IN STOCK					
USED VEHICLES	NO	UNITS	\$\$	UNITS	\$\$	UNITS	\$\$	LIFO RES	AFTER LIFO		
http: CARS	240	6	53,359	0	0	8	53,359	0	53,359		
http: TRUCKS	241	6	101,906	2	27,775	8	129,681	0	129,681		
DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)					CUSTOMER RECEIVABLES						
OWNERS / EXEC MGRS					210 VEHICLES					220 VEHICLES	
SUPERVISORS					TOTAL					0	0
VEH. SRV&PRTS SLSPL					NOT DUE					0	0
TECHNICIANS					FAST DUE					0	0
CLERICAL					31-60 DAYS					0	0
OTHERS					61-90 DAYS					0	0
TOTAL					OVR 90 DAYS					0	0
TOTAL HIRED Y-T-D											
TOT TERMINATED Y-T-D											
VARIABLE OPERATIONS CONTINUED		ACC	MONTH				YEAR-TO-DATE				
		NO	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	
U USED CARS RTL - GM CERTIFIED	446A	2	26,995	5,016	2,508	27	308,255	52,663	1,950		
S USED CARS RTL - OTHER	446B	0	0	0	0	0	0	0	0	0	
E *MEMO* RECON PER - CAR RTL		CERTIF-->	352	OTHER-->	0	CERTIF-->	351	OTHER-->	0	0	
D USED TRUCKS RTL - CERTIFIED	450A	1	6,500	1,354	1,354	57	887,118	88,809	1,558		
USED TRUCKS RTL - OTHER	450B	0	0	0	0	0	0	0	0	0	
V *MEMO* RECON PER - TRK RTL		CERTIF-->	0	OTHER-->	0	CERTIF-->	309	OTHER-->	0	0	
E TOTAL USED RETAIL		3	33,495	6,370	2,123	84	1,195,373	141,472	1,684		
H USED CARS WHOLESALE	448	2	8,600	(700)	(350)	45	170,150	(5,667)	(126)		
I USED TO NEW - CAR RTL RATIO	649	2:1	ADJ USED CAR INV	0	0	0.4:1	ADJ USED CAR INV	0	0		
C USED TRUCKS WHOLESALE	452	2	7,500	700	350	68	488,150	(11,331)	(167)		
L USED TO NEW - TRK RTL RATIO	653	0.3:1	ADJ. USED TRK INV	0	0	0.5:1	ADJ. USED TRK INV	0	0		
E TOTAL USED WHSL & ADJ		4	16,100	0	0	113	668,300	(16,998)	(150)		
S USED OTHER AUTO	456		0	0	0		0	0	0	0	
TOTAL USED VEHICLE (PUVS)		7	49,595	6,370	910	197	1,863,673	124,474	632		
FINANCE, INSURANCE & PROT. PLAN ACTIVITY			MONTH				YEAR-TO-DATE				
			CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR	
FINANCE INCOME-USED	808	1	51	51	51	43	22,656	22,656	527		
INS. COMM. EARNED-USED	809	0	0	0	0	43	4,787	4,787	111		
U FIN & INS CHARGEBACKS	851			(925)				(3,045)			
S ACCESSORIES	811	0	0	0	0	0	0	0	0	0	
E GM PROT. PLANS	454	0	0	(426)	0	21	36,715	5,744	274		
D OTHER PROT. PLANS	455	2	2,803	700	350	24	37,954	13,685	570		
REPO. LOSSES-USED	854			0				0			
F&I COMP	856			(360)	PVR			(6,197)	PVR		
USED F&I & PROT. PLN INCOME			2,854	(960)	(320)		102,112	37,630	448		
DEPARTMENT PROFITABILITY			MONTH				YEAR-TO-DATE				
			49,595				1,863,673				
			6,370				124,474				
			0				0				
			1,461				37,039				
			65				4,875				
			0				823				
			1,526				42,837				
			990				11,880				
			4,433				50,810				
			579				7,992				
			984				14,875				
			101				832				
			231				2,305				
			520				6,511				
			752				9,263				
			0				0				
			8,590				104,468				
			500				1,940				
			24				506				
			70				1,028				
			0				0				
			121				10,294				
			0				0				
			0				108				
			233				4,078				
			343				7,657				
			0				81				
			0				124				
			0				2,150				
			357				4,680				
			0				1,289				
			75				11,298				
			0				0				
			0				0				
			144				1,952				
			0				0				
			58				874				
			0				148				
			1,925				48,209				
			6,050				59,400				

86	AMORTIZATION-LEASEHOLDS	81	0	0%	0	0	0%	0	86
87	REPAIRS-REAL ESTATE	82	0	0%	0	86	0%	1	87
88	DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%	0	0	0%	0	88
89	TAXES-REAL ESTATE	84	0	0%	0	8,285	3%	56	89
90	INSURANCE BLDGS. & IMPROVEMENTS	85	261	5%	22	2,240	1%	15	90
91	INTEREST - MORTGAGES	86	0	0%	0	0	0%	0	91
92	UTILITIES	87	1,639	33%	137	22,113	8%	150	92
93	SUB-TOTAL RENT & RNT EQUIVALENT		4,450	89%	371	63,834	24%	434	93
94	INSURANCE OTHER	88	214	4%	18	3,641	1%	25	94
95	TAXES-OTHER	89	661	13%	55	15,271	6%	104	95
96	REPAIRS-EQUIPMENT	90	20	0%	2	102	0%	1	96
97	DEPRECIATION-EQUIPMENT	91	571	11%	48	6,853	3%	47	97
98	EQUIPMENT RENTAL	92	404	8%	34	6,575	2%	45	98
99	TOTAL FIXED		6,320	127%	527	96,276	36%	655	99
100	TOTAL FIXED OVERHEAD		30,916	620%	2,576	450,120	169%	3,062	100
101	TOTAL EXPENSES		34,627	694%	2,886	516,249	194%	3,512	101
102	DEPARTMENT PROFIT OR LOSS		(32,060)	-843%	(2,672)	(309,902)	-116%	(2,108)	102
103	FI & PROT. PLN INCOME TRANSFER		2,420	49%	202	58,775	22%	407	103
104	PRORATION OF G&A		0	0%	0	0	0%	0	104
105	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		(29,640)	-594%	(2,470)	(250,127)	-94%	(1,702)	105

FORREST CHEVROLET-CADILLAC, INC.

Mechanical Department - Operating Summary

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DEalership Personnel Count (Fractions of 1/10)									
CUSTOMER RECEIVABLES									
POSTED LABOR RATES									
CARS & LD TRKS									
MD TRKS									
MECH(05)									
220 SERV & PRTS									
CUSTOMER LABOR									
EXT. SERVICE CONTRACT LABOR									
QUICK-SERV/ GOODWRENCH LAB									
WARRANTY									
INTERNAL									
TOTAL									
TOTAL HIRED Y-T-D									
TOT TERMINATED Y-T-D									
WORK-IN-PROCESS LABOR-SRV									
R.O. COUNTS									
SALES									
GRS.PROF.									
% SALES									
R.O. COUNTS									
SALES									
GRS.PROF.									
% SALES									
CUST. LAB CARS & LD TRKS									
S/CNTR LAB - CARS&LD TRKS									
Q/SRV LAB - CARS&LD TRKS									
CUST. LAB COM.FLT & MD TRKS									
S/CNTR LAB COM.FLT & MD TRKS									
Q/SRV LAB - COM.FLT & MD TRKS									
WARRANTY LABOR									
INTERNAL LABOR									
NEW VEH INSP LBR									
ADJ COST OF LBR SLS									
SUB-TOTAL									
SHOP SUPPLIES									
SUBLET REPAIRS									
TOTAL MECHANICAL									
DEPARTMENT PROFITABILITY									
MECHANICAL (05)									
MONTH									
NET SALES									
GROSS PROFIT/INCOME									
SALARIES-OWNERS / EXECUTIVE MANAGERS									
SALARIES-SUPERVISION									
SALARIES-CLERICAL									
OTHER SALARIES AND WAGES									
ABSENTEE COMPENSATION									
INCENTIVES-SUPERVISION									
TAXES-PAYROLL									
EMPLOYEE BENEFITS									
RETIREMENT BENEFITS									
TOTAL PERSONNEL									
COMPANY VEHICLE EXPENSE									
OFFICE SUPPLIES AND EXPENSES									
OTHER SUPPLIES									
E-COMMERCE ADVERTISING/FEES									
ADVERTISING									
ADVERTISING REIMBURSEMENTS									
CONTRIBUTIONS									
POLICY WORK-PARTS AND SERVICE									
INFORMATION TECHNOLOGY SERVICES									
OUTSIDE SERVICES (OTHER)									
TRAVEL AND ENTERTAINMENT									
MEMBERSHIP DUES AND PUBLICATIONS									
LEGAL AND AUDITING EXPENSE									
TELEPHONE									
TRAINING EXPENSE									
INTEREST-FLOORPLAN									
INTEREST-FLOORPLAN CREDIT									
INTEREST-NOTES PAYABLE (OTHER)									
INSURANCE - INVENTORY									
BAD DEBT EXPENSE									
FREIGHT									
MISCELLANEOUS EXPENSE									
TOTAL SEMI-FIXED									
RENT									
AMORTIZATION-LEASEHOLDS									
REPAIRS-REAL ESTATE									
DEPRECIATION BLDGS. & IMPROVEMENTS									
TAXES-REAL ESTATE									
INSURANCE BLDGS. & IMPROVEMENTS									
INTEREST - MORTGAGES									
UTILITIES									
SUB-TOTAL RENT & RNT EQUIVALENT									
INSURANCE OTHER									
TAXES-OTHER									
REPAIRS-EQUIPMENT									
DEPRECIATION-EQUIPMENT									
EQUIPMENT RENTAL									
TOTAL FIXED									
TOTAL FIXED OVERHEAD									
TOTAL EXPENSES									
DEPARTMENT PROFIT OR LOSS									
CUSTOMER PARTS GROSS TRANSFER									
PRORATION OF G&A									
DEPT PROFIT OR LOSS AFTER TRSF & PRORAT									

Body Shop Department - Operating Summary

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DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)			CUSTOMER REC-H/ABLES			POSTED LABOR RATES		BODY SHOP		
LN	NO		POSITION	BODY(06)		220 SERV & PRTS	BODY SHOP - PAINT LABOR		0.00	
3		OWNERS / EXEC MGRS		0.0	TOTAL	5,569	BODY SHOP - BODY LABOR		0.00	
4		SUPERVISORS		0.0	NOT DUE	1,593	WARRANTY		70.76	
5		VEH.SRV&PRTS SLSPL		0.0	PART DUE		INTERNAL		0.00	
6		TECHNICIANS		0.0	31-60 DAYS	2,768				
7		CLERICAL		0.0	61-90 DAYS	69				
8		OTHERS		0.0	OVER 90 DAYS	1,139				
9		TOTAL		0.0						
10		TOTAL HIRED Y-T-D		0.0						
11		TOT TERMINATED Y-T-D		0.0	WORK-IN-PROCESS LABOR-BODY	2475	0			
12		FIXED OPERATIONS - BODY SHOP	R.O. COUNTS	SALES	GRS.PROF.	% SALES	R.O. COUNTS	SALES	GRS.PROF.	% SALES
13	B	CUST. PAINT LABOR	471	0	0	0.00%	0	0	0	0.00%
14	O	CUST. BODY LABOR	471	0	0	0.00%	0	0	0	0.00%
15	D	WARRANTYLABOR	472	0	0	0.00%	0	0	0	0.00%
16	Y	INTERNAL LABOR	473	0	0	0.00%	0	0	0	0.00%
17		ADJ COST OF LBR SLS	575		0				0	
18	S	SUB-TOTAL		0	0	0.00%		0	0	0.00%
19	H	SUBLET REPAIRS	476	0	0	0.00%		0	0	0.00%
20	O	PNT & SHOP MATRLS.	479	0	0	0.00%		0	0	0.00%
21	P	TOTAL BODY SHOP		0	0	0.00%		0	0	0.00%
27		DEPARTMENT PROFITABILITY		BODY SHOP (06)			BODY SHOP (06)			
28				MONTH			YEAR-TO-DATE			
29		NET SALES		0	% Sls		0	% Sls		
30		GROSS PROFIT/INCOME		0	0%		0	0%		
31					% Grs			% Grs		
32		SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%		0	0%		
33		SALARIES-SUPERVISION	21	0	0%		0	0%		
34		SALARIES-CLERICAL	22	0	0%		0	0%		
35		OTHER SALARIES AND WAGES	23	0	0%		0	0%		
36		ABSENTEE COMPENSATION	24	0	0%		0	0%		
37		INCENTIVES-SUPERVISION	26	0	0%		0	0%		
38		TAXES-PAYROLL	25	0	0%		0	0%		
39		EMPLOYEE BENEFITS	27	0	0%		0	0%		
40		RETIREMENT BENEFITS	29	0	0%		0	0%		
41		TOTAL PERSONNEL		0	0%		0	0%		
42		COMPANY VEHICLE EXPENSE	51	0	0%		0	0%		
43		OFFICE SUPPLIES AND EXPENSES	60	0	0%		0	0%		
44		OTHER SUPPLIES	61	0	0%		0	0%		
45		E-COMMERCE ADVERTISING/FEES	63	0	0%		0	0%		
46		ADVERTISING	65	0	0%		0	0%		
47		ADVERTISING REIMBURSEMENTS	64	0	0%		0	0%		
48		CONTRIBUTIONS	66	0	0%		0	0%		
49		POLICY WORK-PARTS AND SERVICE	67	0	0%		0	0%		
50		INFORMATION TECHNOLOGY SERVICES	68	0	0%		0	0%		
51		OUTSIDE SERVICES (OTHER)	69	0	0%		0	0%		
52		TRAVEL AND ENTERTAINMENT	70	0	0%		0	0%		
53		MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%		0	0%		
54		LEGAL AND AUDITING EXPENSE	72	0	0%		0	0%		
55		TELEPHONE	74	0	0%		0	0%		
56		TRAINING EXPENSE	75	0	0%		0	0%		
57		INTEREST-FLOORPLAN	76							
58		INTEREST-FLOORPLAN CREDIT	78							
59		INTEREST-NOTES PAYABLE (OTHER)	79	0	0%		0	0%		
60		INSURANCE - INVENTORY	56							
61		BAD DEBT EXPENSE	57	0	0%		0	0%		
62		FREIGHT	33	0	0%		0	0%		
63		MISCELLANEOUS EXPENSE	77	0	0%		0	0%		
64		TOTAL SEMI-FIXED		0	0%		0	0%		
65		RENT	80	0	0%		0	0%		
66		AMORTIZATION-LEASEHOLDS	81	0	0%		0	0%		
67		REPAIRS-REAL ESTATE	82	0	0%		0	0%		
68		DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%		0	0%		
69		TAXES-REAL ESTATE	84	0	0%		0	0%		
70		INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%		0	0%		
71		INTEREST - MORTGAGES	86	0	0%		0	0%		
72		UTILITIES	87	0	0%		0	0%		
73		SUB-TOTAL RENT & RNT EQUIVALENT		0	0%		0	0%		
74		INSURANCE OTHER	88	0	0%		0	0%		
75		TAXES-OTHER	89	0	0%		0	0%		
76		REPAIRS-EQUIPMENT	90	0	0%		0	0%		
77		DEPRECIATION-EQUIPMENT	91	0	0%		0	0%		
78		EQUIPMENT RENTAL	92	0	0%		0	0%		
79		TOTAL FIXED		0	0%		0	0%		
80		TOTAL FIXED OVERHEAD		0	0%		0	0%		
81		TOTAL EXPENSES		0	0%		0	0%		
82		DEPARTMENT PROFIT OR LOSS		0	0%		0	0%		
83		CUSTOMER PARTS GROSS TRANSFER		0	0%		0	0%		
84		PRORATION OF G&A		0	0%		0	0%		
85		DEPT PROFIT OR LOSS AFTER TRSF & PRORAT		0	0%		0	0%		

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NO

DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)		GM PARTS													
POSITION		PARTS(07)		PARTS AND ACCESSORIES		242		242A		243		244		245	
OWNERS / EXEC MGRS		0.1		PARTS CORES		0		0		0		0		0	
SUPERVISORS		0.6		OTHER INVENTORIES		0		0		0		0		0	
VEH.SRV&PRTS SLSPL		1.0													
TECHNICIANS				NON-GM PARTS											
CLERICAL		0.8		PARTS AND ACCESSORIES		0		0		0		0		0	
OTHERS		0.5		PARTS CORES		0		0		0		0		0	
TOTAL		3.0		OTHER INVENTORIES		0		0		0		0		0	
TOTAL HIRED Y-T-D		0.0		CUSTOMER REC		TOTAL		NOT DUE		PAST DUE		OVER 90 DAYS		OVER 90 DAYS	
TOT TERMINATED Y-T-D		0.0		220 SERV&PARTS		5,569		1,593		2,768		69		1,139	
FIXED OPERATIONS - PARTS & ACCESS.		NO		SALES		GRS.PROF.		% SALES		SALES		GRS.PROF.		% SALES	
P WARRANTY CLAIMS		480		10,175		3,087		30.34%		137,835		42,260		30.66%	
A MECH CAR&LD TRK R.O.		457		10,921		4,324		39.59%		153,433		64,154		41.81%	
R MECH COM.FLT & MD TRKS R.O.		483		0		0		0.00%		0		0		0.00%	
T MECH QUICK MECH R.O.		478		2,473		957		38.70%		18,972		6,892		36.33%	
S BODY CUST. R.O.		477		0		0		0.00%		0		0		0.00%	
INTERNAL		484		496		94		18.95%		28,489		4,865		17.08%	
COUNTER-RETAIL		482		1,338		603		45.07%		29,131		11,598		39.81%	
& WHOLESALE		483		3,148		472		14.99%		25,225		4,697		18.62%	
ACCESSORIES		484		0		0		0.00%		0		0		0.00%	
A PURCHASE ALLOWANCES		487		558		0		0		0		9,487		0	
C ADJ. P&A INVENTORY		488		0		0		0.00%		0		0		0.00%	
C TOTAL P&A		490		28,551		10,095		35.36%		393,085		143,953		36.62%	
E TIRES		490		0		0		0.00%		0		0		0.00%	
S OIL & GREASE		491		2,013		305		15.15%		27,449		5,228		19.05%	
S MISCELLANEOUS		492		0		0		0.00%		0		0		0.00%	
TOTAL OTHER		492		2,013		305		15.15%		27,449		5,228		19.05%	
TOTAL P&A DEPT.		492		30,564		10,400		34.03%		420,534		149,181		35.47%	
DEPARTMENT PROFITABILITY				PARTS & ACC. (07)						PARTS & ACC. (07)					
NET SALES				MONTH						YEAR-TO-DATE					
GROSS PROFIT/INCOME				30,564		% Sls				420,534		% Sls			
				10,400		34%				149,181		35%			
						% Grs						% Grs			
SALARIES-OWNERS / EXECUTIVE MANAGERS		20		900		12%				10,800		10%			
SALARIES-SUPERVISION		21		2,376		31%				32,410		29%			
SALARIES-CLERICAL		22		533		7%				8,902		8%			
OTHER SALARIES AND WAGES		23		3,206		41%				40,151		35%			
ABSENTEE COMPENSATION		24		158		2%				1,837		2%			
INCENTIVES-SUPERVISION		25		210		3%				2,095		2%			
TAXES-PAYROLL		26		567		7%				7,537		7%			
EMPLOYEE BENEFITS		27		823		11%				10,314		9%			
RETIREMENT BENEFITS		29		0		0%				0		0%			
TOTAL PERSONNEL				8,773		113%				114,046		100%			
COMPANY VEHICLE EXPENSE		51		494		6%				2,955		3%			
OFFICE SUPPLIES AND EXPENSES		60		22		0%				434		0%			
OTHER SUPPLIES		61		33		0%				329		0%			
E-COMMERCE ADVERTISING/FEES		63		0		0%				0		0%			
ADVERTISING		65		110		1%				5,260		5%			
ADVERTISING REIMBURSEMENTS		64		0		0%				0		0%			
CONTRIBUTIONS		66		0		0%				0		0%			
POLICY WORK-PARTS AND SERVICE		67		0		0%				44		0%			
INFORMATION TECHNOLOGY SERVICES		68		212		3%				3,378		3%			
OUTSIDE SERVICES (OTHER)		69		222		3%				5,431		5%			
TRAVEL AND ENTERTAINMENT		70		0		0%				0		0%			
MEMBERSHIP DUES AND PUBLICATIONS		71		0		0%				80		0%			
LEGAL AND AUDITING EXPENSE		72		0		0%				1,955		2%			
TELEPHONE		74		400		5%				4,647		4%			
TRAINING EXPENSE		75		0		0%				1,185		1%			
INTEREST-FLOORPLAN		76													
INTEREST-FLOORPLAN CREDIT		78		0		0%				0		0%			
INTEREST-NOTES PAYABLE (OTHER)		79													
INSURANCE - INVENTORY		86		0		0%				0		0%			
BAD DEBT EXPENSE		87		0		0%				1,295		1%			
FREIGHT		33		115		1%				923		1%			
MISCELLANEOUS EXPENSE		77		0		0%				27,916		25%			
TOTAL SEMI-FIXED				1,608		21%				54,000		48%			
RENT		80		5,500		71%				0		0%			
AMORTIZATION-LEASEHOLDS		81		0		0%				0		0%			
REPAIRS-REAL ESTATE		82		0		0%				3		0%			
DEPRECIATION BLDGS. & IMPROVEMENTS		83		0		0%				0		0%			
TAXES-REAL ESTATE		84		1,263		16%				17,298		15%			
INSURANCE BLDGS. & IMPROVEMENTS		85		290		4%				2,489		2%			
INTEREST - MORTGAGES		86		0		0%				0		0%			
UTILITIES		87		694		9%				11,285		10%			
SUB-TOTAL RENT & RNT EQUIVALENT				7,747		100%				85,075		75%			
INSURANCE OTHER		88		88		1%				2,770		2%			
TAXES-OTHER		89		0		0%				3,851		3%			
REPAIRS-EQUIPMENT		90		0		0%				701		1%			
DEPRECIATION-EQUIPMENT		91		107		1%				1,279		1%			
EQUIPMENT RENTAL		92		344		4%				5,212		5%			
TOTAL FIXED				8,286		107%				98,888		87%			
TOTAL FIXED OVERHEAD				18,867		241%				240,850		212%			
TOTAL EXPENSES				18,867		241%				240,850		212%			
				(8,267)		-107%				(91,669)		-81%			

